

Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
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P R 270815Z MAY 75
FM AMEMBASSY BUCHAREST
TO USDOC WASHDC PRIORITY
INFO /SECSTATE WASHDC 2839
AMEMBASSY VIENNA

UNCLAS BUCHAREST 2278

BEWT FOR TDAD

E.O. 11652: N/A

TAGS: BEXP, EEWT, RO

SUBJ: POLYESTER YARN AND FIBER PROJECT

1. SUMMARY: ROMANIA IS ACTIVELY SEEKING OFFERS BY JULY 30 OF LICENSES, BASIC ENGINEERING AND SPECIALIZED EQUIPMENT, FOR A MAJOR POLYESTER YARN AND FIBER PROJECT TO BEGIN PRODUCTION IN LATE 1978. TOTAL VALUE, INCLUDING ROMANIAN INPUT, VERY ROUGHLY ESTIMATED AT DOL 50 - 70 MILLION. ROMCHIM HAS DISCUSSED PROJECT WITH TWO US FIRMS, BUT WOULD WELCOME ADDITIONAL OFFERS. END SUMMARY.

2. COMATT MET WITH ROMCHIM'S CHIEF OF DEPARTMENT ELENA DRAGOMIR, PROJECT MANAGER CLAUDIUS POPOVICI OF THE PROCESS ENGINEERING INSTITUTE FOR CHEMICAL INDUSTRY (IPROCHIM), AND ECONOMIST FLORIN ALMASANU MAY 22 TO DISCUSS STATUS AND OBJECTIVES OF THE PROJECT, TO BE BUILT AT CIMPULUNG (ARGES). OFFERS ARE BEING RECEIVED UP TO JULY 30, 1975. PRODUCTION OF FIBER (STAPLE AND TOW) MUST BEGIN IN THE LAST QUARTER OF 1978, FOLLOWED BY YARN PRODUCTION IN THE THIRD QUARTER OF 1979. A SPECIAL DESIGN FOR THE PLANT IS NOT REQUIRED: OFFERS OF LICENSES, ENGINEERING AND SPECIALIZED EQUIPMENT SHOULD BE BASED UPON EXISTING, TESTED EQUIPMENT, AND THE PROJECT MANAGER POINTED OUT THAT US FIRMS MAY FIND IT CONVENIENT TO MAKE OFFERS ON BASIS OF THEIR PRESENT PLANTS EVEN IF CAPACITIES ARE NOT EXACTLY THE SAME AS THOSE REQUESTED BELOW.

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3. MAJOR PROCESSES AND CAPACITIES:

A. 31,500 TONS/YEAR OF POLYESTER STAPLE AND TOW, PRODUCED FROM DMT AND EG BY CONTINUOUS POLYCONDENSATION WITH DIRECT SPINNING. PRODUCTS TO INCLUDE 10,500 TONS 1.2 DENIER, COTTOG-TYPE STAPLE, 10,000 TONS 6 DENIER FLAX-TYPE STAPLE OR TOW, 700 TONS 3 OR 4 DENIER WOOL-TYPE STAPLE AND 10,300 TONS WOOL-TYPE TOW.

B. 15,200 TONS/YEAR OF POLYESTER GRANULES (CHIPS) OF FILAMENT YARN GRADE QUALITY (SEE PARA 4 BELOW), ALSO PRODUCED FROM DMT AND EG BY CONTINUOUS POLYCONDENSATION.

C. 10,000 TONS/YEAR NET FILAMENT YARN (12,000 TONS/YR GROSS), OF WHICH

(I) 920 TONS/YEAR NET WOULD BE 45 DENIER CONVENTIONALLY SPUN AND DRAW-TWISTED YARNS,

((II) 800 TONS 150 DENIER, TEXTURIZED AND DYED, AND

(III) 8280 TONS 100 DENIER DRAWN, TEXTURIZED AND DYED.

4. TECHNOLOGICAL ALTERNATIVES. GOR WILLING TO CONSIDER PROCESSES WHICH PRODUCE YARN DIRECTLY FROM DMT AND EG WITHOUT A GRANULAR (CHIP) STAGE (PARA 3B). FOR PROCESSES PARA 3C II AND III ABOVE, PRIORITY WILL BE GIVEN TO OFFERS WHICH INCLUDE HIGH-SPEED SPINNING TO OBTAIN PRE-ORIENTED YARN, WITH DRAW TEXTURIZING, TO PRODUCE SOFT BOBBINS SUITABLE FOR DYING ON DYE SPRING (ELASTIC) BOBBINS. HOWEVER, GOR ALSO WILLING TO CONSIDER OFFERS OF CONVENTIONAL SPINNING AND DRAW TWISTING OF YARNS.

5. PARTNERS SOUGHT. ROMCHIM IS SEEKING SINGLE FIRM ABLE TO PROVIDE TECHNOLOGY FOR THE WHOLE PROJECT, EVEN THOUGH EQUIPMENT MAY COME FROM VARIETY OF SOURCES. ROMCHIM EXPECTS OFFERS FROM BOTH DUPONT AND CHEMTREX FROM US, AS WELL AS FOREIGN FIRMS, BUT WOULD WELCOME OFFERS FROM UNCLASSIFIED

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OTHER US FIRMS, INCLUDING OFFERS FOR PORTIONS OF THE PROJECT. MAIN CONCERN IS THAT TECHNOLOGY BE COMPATIBLE THROUGHOUT. AS IN MOST OTHER PROJECTS, ROMANIA EXPECTS TO CONTRIBUTE WHATEVER PART OF THE EQUIPMENT IT CAN, INCLUDING COMPONENTS OF EQUIPMENT; THIS MAY VARY ACCORDING TO THE KIND OF TECHNOLOGY AND EQUIPMENT SPECIFIED, BUT OBVIOUSLY A HIGH LOCAL INPUT WILL INCREASE ATTRACTIVENESS OF OFFER IN TERMS OF FOREIGN EXCHANGE. FIRMS INTERESTED IN BIDDING SHOULD

BEGIN DISCUSSION OF WHAT THEY CAN DO WITH ROMCHIM/IPROCHIM IN BUCHAREST AS SOON AS POSSIBLE, GIVING SPECIFICATIONS OF THEIR PRESENT PRODUCTIONS. ROMANIAN TECHNICIANS EXPECT TO VISIT EXISTING PRODUCTION FACILITIES BEFORE CONTRACT SIGNED. COMMUNICATIONS SHOULD BE ADDRESSED TO ING. ELENA DRAGOMIR, CHIEF OF DEPARTMENT, ROMCHIM, 13 BLVE. DACIA, BUCHAREST (TELEX 11-135).

6. COMMENT (NOT FOR PUBLICATIONS): ALTHOUGH ROMCHIM HAS INDICATED THAT THEIR DEADLINES ARE FIRM, EMBASSY KNOWS OF OTHER "URGENT" CASES IN WHICH OFFERS OF HIGHER US TECHNOLOGY SUCCESSFULLY EXTENDED ORIGINAL CUTOFF DATE. HOWEVER, IT IS IMPORTANT THAT INTERESTED FIRMS GENERATE GOR INTEREST BY GIVING ROMCHIM A GENERAL IDEA OF THE KIND OF OFFER THEY CAN MAKE AS SOON AS POSSIBLE BUT IN ANY CASE BEFORE JULY 30.

FOR TDAD: PLEASE LET US KNOW WHETHER ADDITIONAL US FIRMS INDICATE WILLINGNESS TO BID, SO WE CAN INFORM ROMCHIM.
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Message Attributes

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